

# Cracking The Genius Code! Mastermind Think Tank

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## TRANSCRIPT

 **Tony B.** 0:01

And yes, sir, second Kings 2 is a chapter and verse 9. When they came to the other side, Elijah said to Alicia, Tell me what I can do for you before I am taken away and EA replied, Please let me inherit a double share of your spirit and become your successor. And obviously God just blessing, like when we go to God it is asking him for certain blessings, you know, like we can really say, like, you know, our heart's desire and specifically asking for specifically, Hey, God, I want this double this or whatever we go to him for and just aligning in that in how good his love is for us as his children. So yeah, again, those are just today's powerful message in my opening remarks.

 **Wayne Lyons** 1:12

That is amazing and and I had some some great study this week as well. We would love to share in the call this open remarks opportunity to have positive encouraging the spirit of the word that is what keeps us alive. So he is talking about. Having a double portion of the the spirit that gives us life, that gives us the ability to create gives us the ability to heal, that gives us the ability to laugh and love and receive the true life within the world, you know? And that is that is amazing. And you know, once again, I want to thank you guys for joining us on this tracking the genius cracking, the genius code mastermind think tank call and just an opportunity to as Einar, as I said, the word that brings us clarity brings us alignment with our purpose, brings us the fulfillment of why We are we do.

 **Wayne Lyons** 2:09

You know, the impact that we have on the people around us. And like you mentioned in second teams, I had a study yesterday that was based on being able to acknowledge faith and works, so the understanding of our works is how do we love others, you know, how does our character reflect the spirit that lives within us, you know, and if we do know the 2 God who is love, you know, by us walking and faith. Our worst shall reflect them, you know, an understanding that it is not by works, that get us the salvation that give us the blessing is our faith that allows us to have the spirit to be able to receive love, and after we have received that spirit, that is when the words begin. Because then we are empowered, we are enabled to actually do the work.

 **Wayne Lyons** 3:03

So as first you must have the faith. That is why I am happy. We come together on this fabulous Friday. You call it family faith, you know, so that is that is my opening remarks as far as encouraging words. And you know what the the Holy Spirit does to all of those who believe in what who believes in life and as you can see on my wall, you know. To give the motivation. But we are living with love and joy and hope, you know, love is the thing that keeps us alive and Missus Wow said is living our vision every day. Joy is Jesus, others in yourself, which comes every morning when the sun rises and hope. Having only positive energy, that is what keeps a smile on our face, that is what he is laughing, singing and dancing and truly enjoying heaven on earth.

 **Wayne Lyons** 3:51

Paradise is what we create, so we have the opportunity. To create whatever world we just to, and that is because it is the power within us that gives us the ability to be alive, that is what we said, we will have more life. Are we born with life? But then once we get an understanding of what the word bats we have more life. And we could be that radiant light that shines upon others. And that is why I declare that we are the likes of the world, so I am honored to be here with you guys and to every day, every moment to just be a light in the world for others, for yourself or your family, and whatever we decide how to treat in this world that we call being alive, so I will pass it over Mr. Wins you want to share the open with marks?

 **Terence Winslow** 4:38

Opening remarks, I mean, I do have some water here. I was exercises this morning, but just the privilege of prayer, that is that is what I am hearing here, the privilege of prayer. And you know, I am looking at a book here that I found. But I know I didn't find it, it found me guy gave it to me because I know the author E. G. White, I am familiar with her e. G white, but when I found this book, it was on the ground and I I do not know something. In my spirit prompted me to look at it, but then when I saw it, it kind of look a little dirty and I am like, Should I pick this up off the ground? But then I say I have to pick it up off the ground because of what it says on the cover, it says footsteps, a closer walk with Jesus and like, how could I not pick it up off the ground?

 **Terence Winslow** 5:32

God has given me so many things in my life in this peculiar way, and this is a peculiar way. And in this particular chapter of this book, he gave me a closer walk with Jesus. It is called the privilege of prayer, and he was telling me, you know, Terence, prayer is the opening of your heart to God as to a friend. And so I think about friends,

 **Tony B.** 6:03

Function.

 **Terence Winslow** 6:03

Facebook friends, authentic friends, friends in Christ and I have all these unique type of friends. Some of them know the Lord, some of them know that I know the Lord personally because they have been hearing me talk about the Lord. Since I was 14 years young and some of them have really been like, do you really believe that, Terence? I'm like, do I really believe it, man? I authentically live this every day and it's an action packed thriller. It's like Psalms 118, first number 24. This day belongs to the Lord. Let us celebrate. Let's be glad see. God taught me to look at life as though I'm a new creation every single day. And thank him for the gift of this day. As I open my eyes to the blessings right in front of me, they're everywhere. I can forget the past.

 Terence Winslow

7:12

I do not even need to look too far in the future. Blessings are right in front of me every day. But he also said, How many times do you hear people say as soon as as soon as I get it right, as soon as I feel better. And I was just listening to a call earlier but I like how a person they didn't use it as an excuse that they were sick but they did kind of, you know, clip the raspy voice and say. I am glad you followed up with me. It was not me making a call, you know, it was my spouse making a follow up call on a Friday and I was glad to see her doing it, but when the gentleman said, you know, I am working on a project in this city and state. And I thought about again, what you guys are talking about the privilege of prayer, you know, Jesus himself, he dwelt among men.

 Terence Winslow

8:12

That is the most powerful and profound thing I can think about when I think about my relationship with Jesus, he walked the face of the Earth, literally. No question of it, but he also identified himself as the saviour of the world, the light of the world, the bread of life, son of man, son of God. 1 of the most important things that I learned from my relationship with Jesus was he was often in prayer. He was often in prayer. So I lay my opening remarks right there. Prayer is a privilege, a privilege, and if my mentor has always found yourself in prayer. And this is someone I always wanted to emulate. Be just like me, I wanted to be just like Jesus, Jesus, others and yourself. He the 1 taught me joy. He taught me, Hey, do not even worry about the circumstances.

 Terence Winslow

9:16

Everything that happens is not happening to you. Terry, it is happening for you. It might seem like it is hurt. No, it is hard. That is how I knew when I first met you 2 gentlemen, even Anthony when I met him. As a teenager, I have met other teenagers. I have some teenagers that I have met in my life that they have 9 year old sons now have been married, some have been married and divorced. Some some people I am their. God and I've never met their children. I am like Terence, man. I tell my son about you all the time. I be like, Man, I ain't seen you in, like, 20 years. I see you on Facebook every day. Man, I love you, I tell my kids about you, I pray for you every day, man. You don't know how many things you have helped me with in your life meant the privilege of prayer of tears.

 Terence Winslow

10:10

You always be praying. I say, man, if you grew up in humble beginners like I did. You would know God like I do, and you would know the power prayer, because if God is all you had and prayers, all you knew. You will know the power and the privilege of pray. Thank you for allowing me to share my opening remarks.

 Tony B.

10:37

No.

 Wayne Lyons

10:41

And no, that is a profound word and that is definitely something that that carries power, carries love, carries light and creates change the things we would like to see and you know, for for the purpose of this call is to be intentional about sharing just that type of word that would be recorded so the future will be able to stand on that type of foundation, something that withstands the test of time, you know, those things of the Earth, they dwindle under the time, you know, even thus as flesh we over time our body gets weak, you know, we have fruit, eventually it decays, you know, if we talk about. Fancy cars. Eventually they become rescue. But it is the word. It is the spirit that will forever rain. And I had to teach some of my students out the other day, like I said.

 Wayne Lyons

11:36

What does it mean to rain? They said, I want when the sky brings down water, I say, yeah, that is rain, but there is another type of rain as well where where you are able to rule and that is what. The word in the the spirit within us gives us the ability to to reign our own life be in control of the how we feel, how we think, how we move forward and you know, to know the good energy that gives us life. I think that is something that is valuable, you know, something you can pay for something that monetary does not relate, you know, it is something that is. I call it priceless. So with that being said, you know, I you know, the agenda says we have an opportunity 15 min a piece. So we wanted to have a presentation to share something. I would like to share a few updates that we have to.

 Wayne Lyons

12:33

With the you know, what the hermit platform just academics and being more focus and tuned with how we could help the future and that is through the mindset being able to help to create tutoring opportunities, helping to close the achievement got by giving all students access to a virtual online space where they can not only engage in mentorship, but also get diagnostic tests to figure out where they are. Are they at grade level, are they above grade level? Are they below grade level? And we have the tools and resources to help guide them to wherever their goals are and what they want to achieve and like who they want to become and like so. And then also if you guys have what you wanted to share, I pass the floor over to you guys. So do you want me to go into that presentation now or would you like to Sarah what you want to share about and then that way we call out the time?

 Wayne Lyons

13:31

I will not have. All I need is about 5 to 10 min from my presentation.

 Terence Winslow

13:37

Here is my recommendation, Wayne, with you being the moderator, you get to open up the call. You are our key leader. Let us say if we were using a pay model, you know, there is a producer. There is an arranger, there is an entrepreneur, there is a, you know, integrator. Let us say. I would always recommend after you do the opening remarks, we give our opening remarks. You let Tony beat the spear the tip. He is the youngest leader on the call, so it will set the tone of not only how you could edify as a moderator as a coach, how to pass the baton to other leaders first and then. As you do that consistently, that is going to produce a rhythm and now Tony knows it is going to happen. So as you know, you open it up and you check in with us and we kind of share different tier bits because it is going to happen natural to we do not want this call to be so scripted.

 Terence Winslow

14:46

Yeah, we want to have an agenda of flow and now that flow is you pass it to him and then Tony, he goes for his 510, 15 min, even like you said, if you do not go for the full 15



min, go 507 min in Q A. And then that way it is it is it is rich. You can use a book like leading with questions, you know. So I will give it back to you because that is what we are doing now. We are teaching. It is this model of teaching is called Train the Trainer. See, right now you are training an audience, but we are training each other as trainers. So with that being said, I will pass it back to you, Wayne. That way you can edify Tony properly, give him his kudos, give him a proper introduction, and then as you pass it to him, then then he will go into his presentation and then Tony will turn around and do the same thing.

 Terence Winslow

15:46

He'll give it back to you, Wayne, and then the next speaker, you will turn around and you'll eft him, you'll get him their proper introduction, and just for the benefit of this training, the best way for each of you guys to do that in the future is. When you have speakers and presenters on the call, ask them to email you 2 or 3 sentences of how they want you to introduce them on the call, and then that way when you do it, it is in compliance with them. It's what they have said, it's what they want and even if you had to read it and then you edified even more that demonstrates a leadership and energy. So with that being said, let me go out and mute and I love what I am doing. God bless you both. Train the training, I will pass it back to you, Wayne.

 Terence Winslow

16:39

Lasts Empire for the Youth Mastermind Consulting Group and the moderator of this call cracking the genius code. Fabulous Fridays. I yield to you, sir.

 Wayne Lyons

16:51

Yes, sir, thank you. I appreciate that and like you are missing this honest Harbin and I have the opportunity to be with my business partner, Young CEO. Out of Las Vegas, Mr. Anthony Vincent, pinnacle status. On top of the brand of marketing technology and I love for open the floor up to you because you have the the great connections and opportunity to like you mentioned earlier, you have some great just opportunities to connect with world renowned leaders. And as you experience your journey travel abroad and opportunity to share with us on this call so we can all be enriched by their journey and it is taking them buildings together. So I will pass the floor over to Mr. Ben.

 Tony B.

17:37

Yes, sir, greetings. The warm introduction. So again, my my name is Tony. I am the owner of a company called Pinnacle about me and we help equip marketing technology. As of recently, we have actually created a technology that I would love to show more specifically and share my screen and just kind of get into the nuances on how we can help people in the in the industry based off of a lot of the issues that I have experienced working with clients and then how our company has really come into the market to really bring a product that can help. So we have created a product called Bot Close, and essentially what this is as a new startup is an AI. Of course, a lot of people are very wanting to get into the AI field. And with our ability to know a lot of the issues, typically when we have clients coming in, they need 1 of 2 things.

 Tony B.

18:48

It is either outreach, obtaining new clients, getting leads right or qualifying, closing those leads and not only that, maybe obtaining referrals reviews. And going beyond the sale that a lot of people are lacking or not following up on, and that is where we have wanted to create a product that can essentially be trained and as an employee on your team, as somebody as an assistant to where you feed at the information, the promotions, the incentives, the data sets for your business and the leads that are coming in as well. It is great for inbound leads as well as outbound needs. And myself and my team are working on being able to allow this initially free to the market for trial usage and obviously you know, be able to have this showcase what it can do for a business before they commit to anything long term, which is very innovative, kind of where we see the chat GPT s and and a lot of these AI, which is what we use as the back end and for us to kind of now leverage that platform.

 Tony B.

20:05

And just create a product around it, we see the value in this now to bring it to the market to where our value proposition of it being more of human ask sending dual messages, however you train it really is up to you. We do have an e.g. of us having a full conversation. With the AI and us not needing anything to do and typically we we can plug in with any CRM. We we do have 1 that we like to use. For communication purposes, text messages, emails, what app you name it, we have all communication channels, and the bot can connect with really any network that you want, but it does natively want to live in a platform where you can have the person's. Data touch points of whatever your business is offering, what they are interested in, and then now the bot can use that to really create these custom conversations for these individuals as a human and knowing all their touch points for you.

 Tony B.

21:13

And us being able to now use this on the front end, let us say you want to reach out to somebody directly into their Facebook messenger and start the A conversation with the with the AI and it can completely follow up and book close confirm. Even, you know, get get you paid if you just have people that want to show up on the call qualified, ready to go and paid and booked. There is many lay on how we can do this, even training people's sales team, so. Again, you know, I do not want to take too much time, just wanted to really showcase the the innovation of this product that myself and my team are really coming to the market strong with seeing the value of this and now looking to really implement this in businesses so that we can really see the impact because again, if I hand something to somebody very innovative a lot of the time, it just kind of sits there and does not do anything but something like this where it is working 24/7 365.

 Tony B.

22:14

You know, I think now I really see how much impact we can have in the company by qualifying a lead in closing them as soon as possible because that is the biggest turn up in the business is how fast that lead comes in interested to close. And now we can really streamline that for every company. So, okay. Thank you gentlemen for letting me share and pass it over to you guys.

 Wayne Lyons

22:42

Yes, sir. Thank you, Mr. B. That is some great technology. I definitely can see how it can be helpful, especially for an organization where you are working with a lot of a large group of clients or even at a school where you have tutoring going on and you want to have some type of assistance and answering questions, you know, having artificial intelligence chat, GPT is a super handy tool to have to see that I am being integrated into even the information that I could share today, and we want to opportunities for educators and community leaders to help boost the academic and Social, emotional wellness of the community and the schools. But like you mentioned as the moderator, I will pass it over to the guests first and have an opportunity to allow you to share if you would like to have this moment, someone look.

 Terence Winslow

23:40

Thank you, Mr. Lines what what I like the most about what I am seeing here today is you guys is growth growth as humanitarians, growth as entrepreneurs and growth as you know, just a person, a youth, a man, a leader, you know, that is where I know sometimes people look at the entrepreneur journey, it is really it is about money. No, that is 1 component, it is really more so about who you become and when I look at you guys on this particular platform, Ringcentral or how Anthony is presenting that bot clothes that is good for him to get that experience. So let me use my time here, which is 15 min or less. I want to talk about a couple of things, number 1, leading with questions, but why why the best leaders ask the most questions? So let me open up with a quote.

**TW** Terence Winslow

24:50

This is a Bill Gates quote, as we look ahead to the next century, leaders will be those who empower others. Bill Gates, how do you empower other people, though? How do you really do it? Well, there is an approach that I learned many years ago. The book the book came out. When I graduated high school, I know the author of the book, the most powerful thing about the book. Many of you know the impact of the book, but you may not know the author. The author name is Michael Michael Gerber, G R B E R. I mean, in this book, it almost revolutionized business. It is called the e myth, but the book that he dropped that really changed the game was the e myth revisited why most small businesses do not work and what to do about it. So he dropped this book and it forever changed my life because at the time I found I owned a real estate broker, I was like, Man, that is me, that is that is my struggle, that is really my struggle because it really spoke to the the email was about.

**TW** Terence Winslow

26:16

Your business, your life and the relationship between the 2 and the whole approach of the book was to not only change your business into 1 that was world class, but not to do it at the cost of your life, it was to really understand how to do it and so the the the book hits 3 things that I want to hit on why the best leaders that the most question it hit, you know, a technician well, what is a technician in business? And I understand that most people they start their business because they are focused on. Making and selling and delivering it. That is what a technician does. That is what they are focused on. You know, I am focused on working on making it happen now. I got to sell it now I got to present it. That is the technician, but then there is another hat that you wear in business called the manager.

**TW** Terence Winslow

27:18

You know, and the only way you can really, truly manage things is through people, but then now when you manage them through people, what are you got to have, you got to have systems, you do you got to have systems because people are leaders, people are not just a iphone, a computer, a pocket computer, a desktop, a Zoom. You know, a Snapchat. So you got to put systems in place and that is what we are all in, we are all in a lot of systems. Even the bot clothes ringcentral Facebook. Many of those platforms started off free freemium. They they have a free. But even now my LinkedIn profile, I pay a \$100 a month to use my LinkedIn. It is called Sales Navigator and so many people, because I know if I do not pay it, I tested it. For for many years I am like, why am I paying this amount of money?

**TW** Terence Winslow

28:23

But if I do not pay it, I want to see how my LinkedIn profile and the position of a change it would it would like go cold. So from a manager standpoint. I understood I needed to have that system because people on LinkedIn, it is not like Facebook, they are not being social, people are LinkedIn the average income earned on their \$100.50, \$200,000 earner, there are 6 bigger earners. You know, people on there really professional headshot that tell you almost like a resume about their self and they have connections and you may be able not to close them or they close you, but you can collaborate and I have a lot of collaborations through LinkedIn. That is what makes me an entrepreneur and that is what the email was all about making sure you understood the difference between a technician being a manager of your life, being a manager of your household, you do not matter if you are single LGB 2AI + or.

**TW** Terence Winslow

29:24

Married or single mother, single father. You still have to manage your life, you still have to manage your business. But as an entrepreneur, what what does the entrepreneur do though? Teams, the entrepreneur focus is on the future and closing the in the way business is done today, the ultimate vision of the company, so I want to leave you guys here today with 7 reasons, 7 reasons why it is so important to understand the 3 distinct personalities living inside every business owner, and they may have never been waking up to it. But there is 3 personalities living in every side of every business owner, that technician, that manager and the entrepreneur. Those are the personalities living inside of them. But they got to know how to wake them up.

**TW** Terence Winslow

30:26

Well, I will land my plane in the bulk of my time with these 7. Questions number 1, you ask questions number 1, you ask questions to show people on your team respect. Have you ever been to a presentation? And the person has been really gave a great presentation or? Or on an average presentation, they say, Do you have any question? And it is like crickets, nobody has no questions and, you know, if you are a savvy presenter you might say, you know, if I have done a really good job. Which I recommend you do that when no 1 has questions. If I did a real good job, I answered all your questions. So I know you I have closed and we are ready to move forward. So only thing you probably need to know is my price wants. But so I have a question. But again, asking questions shows people respect Number 2.

**TW** Terence Winslow

31:25

You can transfer your influence in any environment just by asking a question, you might understand the person in the room, you might be friends with the person, they may be a coach, a mentor, a colleague or business owner, they may say something. In a manner and you can ask a question and say, you know what, Tony, I like what you presented about bot clothes, but I do have a question, what did you like best about what you saw when you got involved with bot clothes? That is the way to transfer your influence to them. It let us them know you understand them. You want to feel understood by them, telling you what is got them so excited. The 3rd thing asking questions to. It gives everybody a voice, it may be a person in the team or on a team who just has classified themselves as an introvert that they do not do a lot of talking.

**TW** Terence Winslow

32:36

They do not like to talk a lot, that is okay. Sometimes you just want to give them an opportunity to be heard by asking them a simple question and putting them in a position to answer that question and be a part of the dumb, you know, the dialogue, the conversation. The 4th thing and this is 1 of the most powerful reasons to ask a question, especially for people who talk a lot and who love to just go, go, go and they want to get everything out. You want to ask them a question to learn how they think. It could be a 1 dimensional thinker, or maybe a 2 dimensional thinker, they could be a 3 dimensional thinker, but 4 dimensional thinker. 4 dimensional thinkers you hear a spiritual undertone in their conversation. 1 dimensional, 2 dimensional, 3 dimensional thinkers.

**TW** Terence Winslow

33:41

You probably will never hear grace and mercy in the conversation. You probably would never hear acknowledging God. Whether it is winning the Super Bowl, you can just see it when my homes. The first thing you said, I just want to thank God and my team and for being challenged. So again, 4th reason is to learn how people think number 5. To engage the process that is 1 of the most powerful things you can do with asking questions, especially team members, and get them involved, it allows them to voice their opinion sometimes people have never been heard from in their household dominant father relationship, dominant mother relationship, now they go into corporate America. Still does not get heard. They may be working in the community, they are young in their business.

**TW** Terence Winslow

34:39

They do not have a lot of experience or even if they get experience, they may be working in environments to where they may not get recognized, asking questions will engage them in the process the final 2 reasons, 607 asking questions, it will uncover hidden concerns. Sometimes people have concerns, but no 1 ever got it out of them. You know, and you guys may not be familiar with it and I am going to tie this final question and this 6 question to hidden pioneers because you both are connected to some of the most smartest, brightest people on the planet, and there is a summit going on february 23rd, february 24th, february 25th. And I will land my plane. The 7th reason you ask questions is to develop a better solution to develop a better solution.



 Terence Winslow

35:43

And see when you ask questions. Not to put people on the spot, but to get the ideas to fluent, to get people to engage, to get people to have a voice, to get to transfer your influence, guess what you are going to get. You are going to get genius in those environments. So again, to uncover concerns, I want to share with you guys. The Black History Months Global Summit is the 4th annual hidden pioneers. You may not even be aware it is. The title sponsor a 100 thousand dollars if you can bring sponsors to that event all the way up to what they are requesting, a 100 thousand all the way down to 203 thousand dollar placement, that is a 20 % commission to you, 20 %. If you can attend the events, these are the events. The first event will be on Friday, february 10th, 23rd, that will be at 10AM to 200 p.

 Terence Winslow

36:43

M. Why is it so important if you could attend that number 1 in Diamond Bar, California, you may have never been to Diamond Bar, California Diamond Bar, California. What is the location FEMA garage? A garage. You may not even be familiar with 1. I would definitely do my due diligence. All capital letters seem seema most seem to have a major event in Las Vegas every year. I think the walk on the floor is \$200, so you got you you have to have your membership and see to even at 10 and I know that membership is an annual \$200 and most of the events are \$2,000 to 10 but you are going to get to attend. Hidden Pioneers event in Diamond Bar, if you can make it in the sea garage on Saturday, we will be with the Mayor of Rio from 10AM to 2PM. And at every 1 of these locations.

 Terence Winslow

37:43

C S I William Montgomery. He is going to get presented with his award. He just won a lifetime achievement war for his work with prime motivation. I challenge you guys to do some information about prime motivation, prime motivation. They create educational experiences. Been doing it for a lot of years in Southern California. But again, the mayor in real Saturday 10AM to 200 p. M if you get there, I just spoke with Miss Lyn Crando about this. If you can attend these events, be there because people are going to be acknowledged and you guys need to be acknowledged for your work, and if you can not, you send somebody, let them get knowledge on your behalf. Transfer your influence if you can help them with sponsors. I am telling you, I got emails on all this stuff.

 Terence Winslow

38:30

From a 100 thousand dollars sponsor to a \$50,000 sponsor. Come on Monday's call. You know, all the way down to summit donations to \$100 food sponsors, \$500. You may know, people who got food trucks that you just show up with a food truck or whatever, whatever you can do to sponsor this event. The last day is Sunday. That 1 will be in the Tyler Mall again. 10AM to 200 P. M. Tyler Mall on the second floor. That is in Riverside, California. Again, I wanted to take these 15 min. Talk about leading with questions, how it provides solutions at a 5 Black History Month and the 4th Annual s Summit for Hidden Pioneers. Thank you for allowing me to make this presentation today. I turn it back to our leader moderator. Cracking the genius code, Mr. Wayne Lyon, CEO Empire for the you, Mr.

 Terence Winslow

39:26

Wayne Lyons, executive Director Empire for the you, the floor is yours.

 Wayne Lyons

39:32

Thank you so much for that, Mr Winslow. And it is always an honor and a pleasure to be in your presence. You know, just sharpen and hanging. It is the personal development. The wisdom you share as well as the business development and all the relationships that you have established over your career over your time in business and you know, honored to to understand the power of mentorship and I definitely want to give a shout out to the C. S. I. Bill and the great work that he is doing is Definitely. It is an honor to be able to to help promote the message of that is what we call kingdom, building all the way here in Chicago, spreading the word and the best way of marketing and promotion is the word of mouth, so this opportunity to share. The people who are there in person and all the people who are not able to make it, but, you know, by sharing this message, they could go to the next event because it is annual so as the honor of this in regards to just liberating the people, just continuing to help shape the minds, hearts and spirits of all those who who want to become better, who want to contribute to making the world a better place, that is what we are here for.

 Wayne Lyons

40:43

And I when we close out this call, I wanted to share more about just a Nut platform and I mean, you can get my screen share on. Let me know when you guys see my screen.

 Tony B.

41:06

I yes, sir.

 Wayne Lyons

41:08

All right, so he is talking about the new if you guys feel able to see annuity means caring for and protecting everything in our world, land, oceans and living beings, cultures and communities. So in regard to us being focused, we narrow it down to an academic support and being able to create. Tutoring businesses for educators, so supplemental income to go after Title 1 funding and federal funding to help to support the academic achievement gap, so talking about education professionals engaged in the transfer of knowledge foundation of academic development, so we are talking about how we not only personal development, spiritual development, financial development, business development, all in 1 we helping entrepreneurs, community leaders create their own business, you know, educators get supplemental income bots, taking the additional 2 h to to give those students who who want to get better.

 Wayne Lyons

42:11

The resources they need to become better for academic resources, math, basics, language arts, social sciences, occupational skills, strays, hands on learning, physical education, social, emotional learning, that is something that I do often here in Chicago, working with the schools at Madison. Helping to create certificates give people opportunities with the pay model, I know they have this Justice 40 initiative where they have a pay to learn, so given our students an opportunity to to earn while they learn. So they are able to be more focused and engaged because we understand how life circumstances mom died, they have things that because the struggle to focus where we got to make sure our bills are here, we get food, so rather than them having this idea of, you know, what is the point of going to school?

 Wayne Lyons

43:04

We give them opportunities to get income through these different programs and educators, same as well. So talking about what programs we have, we are going to go to are different programs, but our affiliate programs. So talking about how we each of us, I get up there affiliates. So what it would look like as an affiliate, so even Pinnacle, you guys could become an affiliate C S I B, the hidden pioneers they have become affiliates. So how do we expand across the globe so. Mr. Hall is the, I call it Chief Technology Officer and he is the 1 who all of these programs and links to connect with each other. We have empire for the youth facility now the hidden pioneers. And that is the goal to get at least 100 different affiliates by the end of this year to showcase our expansion, our ability to collaborate on Ability to provide resources to every state, every city throughout the

nation, and as you look at what an affiliate looks like, here is an e.g.



Wayne Lyons

44:26

empire for the youth and how, you know, whatever the founding organization spends on whatever their principal background is, you are able to have a profile or a directory where you could become marketable become. You know, more visible to the public eye search engine optimization, you know, a free call call follow up sharing information, but here is what the curriculum will look like itself with the students when you come on, how do you get the help, how do you get the it is social emotional learning, the academic support, how do you get the resources to become your full potential, you know, here is how they do it and it is a real chance to engage in the community. And also, like we say, get incentivized for being able to be parts in these programs.



Wayne Lyons

45:19

As you see \$50 gift cards will have opportunities to attend different events. Mr Benson, you were there present And Virginia, when we did the Joe T event, they have the gaming truck. So all of these different activities we want to bring to your community and how do we do that? And we are just finding out where a student is. You have 3rd party curriculum that we integrate into these systems, so. The teachers, as they build their profiles, we help them to facilitate whatever an academic, whatever social, emotional learning they were like that. For 4th grade diagnosis. Oh, I am not to log in. So you can see it. Hello. So it is it is a study out and you get a path for the same time, these are different math tests that a student will be able to take as they become a student just enroll.



Wayne Lyons

46:19

So we have different curriculum math, language art science, social studies. And then as you see, we have a list of different topics, courses, what those courses look like you can see here. Before an overview of what the curriculum is got from 4th grade up to 8th grade social studies, world history, language arts, as well as for the high school, all of this stuff is integrated into the platform language arts. English history. And it gives the breakdown for the educators, what would that look like? This is a self scored, of course that teaches concept of algebra computing. You know, each lesson contains 20 to 50 multiple choice questions. So the person knows what they are getting out of these listen. You know, so you have a almost like guidance counselors to help facilitate the learning process and to help students with the learning curve when they are struggling, you just find out where they are, then here is the things for social emotional learning, you know, the the power for the youth correct talking against ads, having a proper manners.



Wayne Lyons

47:28

Dress code, how do you prepare for being good leaders, you know, career explanation, interviews, internships, positive social media use, how not to become stressed and overwhelmed by all the things that is been on social media is self worth and understanding who you are as a person, what do you solve problems? You know, and then we help to train, like you say, train the trainers. So we have an opportunity to call us and learn how all this technology works and how you could set up your profile, how you could become your own affiliate, create your own virtual business, and it you do not need a brick and mortar. Anymore you can create a virtual office space where people can come to you, and as you see, these are some of the things we do here at Madison, the second step program working on social emotional learning, of course, on that.



Wayne Lyons

48:22

So using blogs to kind of facilitate and guide any audience members of ways to become helpful, so marketing tools that was through Mr. Harrell and facility access and being able to help become your own business owner by helping other businesses with marketing, you know, we have tools, all you have to do is click on these links and you can learn all about them. You know, also we talked about hidden for 8 years, all the different West Point. We got this information from Mr. Bennett I met, yeah, and working with West Point summer camps, internship opportunities through. Pioneers in cyber security. So just having opportunity to display and engage as well as facilitate resources to the community there, we spoke about C. S. I. Bill, you know, the great things that he is doing.



Wayne Lyons

49:17

Getting acknowledged by the White House, as we can see, is it is all legitimate, but a person do not know until we show them. So this is our opportunity to bring these resources to the community. You know, talking about that June T. That is what we do this with them. Basketball scams. That is what we do here in Chicago. There is all different types of activities and fashions, social, emotional learning. You know, how do we engage the youth, but we keep them encouraged what is our best method of, you know, the second step programs, curriculum and new we learning about it, how do we share and teach others how to use these resources? We want to bring them off to you guys and, you know, showcase the volunteers that wants to eventually become business partners so we could all facilitate large contracts to the government and we are the government, you know, the government is the people and we are the people and the people have the power.



Wayne Lyons

50:17

It is all having the, let us say the tools, the systems and the protocols so we could align each other and become effective in working together with the streamline the resources that those people like I must Oprah Winfrey who are financially able to contribute, they could distribute the funding and we could give it to the community so it is top down. Bottom up lifting as we climb and we just wanted to share what the future is, the future is the you and we are here us collective, that is the HUD, that that is that is Autumn, Virginia, the H B C Resource Center, people working with hug communities. And just sharing the resources and the collectivity of how we work as a team, so that was my presentation in honor of Dr. Ronda.



Wayne Lyons

51:24

A man from so our heroes and they are still alive. So, like you say, we give them their flowers while they are here. Let me stop the screen with quote. And just want to say thank you for for being present and any wishes wants needs from the opportunities of what is been presented and how we could collaborate, how we can align more resources and our passions and you know, it is teamwork that makes the dream work. So I want to open it up to the to the floor and everyone who is here present. Thank you for being present, thank you for your commitment to serving the community. And you know, what can we do to help each other be successful? That is what this time is all about right now. What can we do to to help each other win?



Terence Winslow

52:13

Here is a recommendation at this point of the recording of the call and I would try to end it right there, you know, maybe 5 to 7 min prior to the top of the hour, and this should be a window where you could pass it back to Anthony or pass it back to any of the guest speakers or potential speakers and let them tell what are the upcoming topics? So an e.g., next Friday, this will be my upcoming topic. 6 steps for achieving success and finding fulfillment as an author. That is my time.